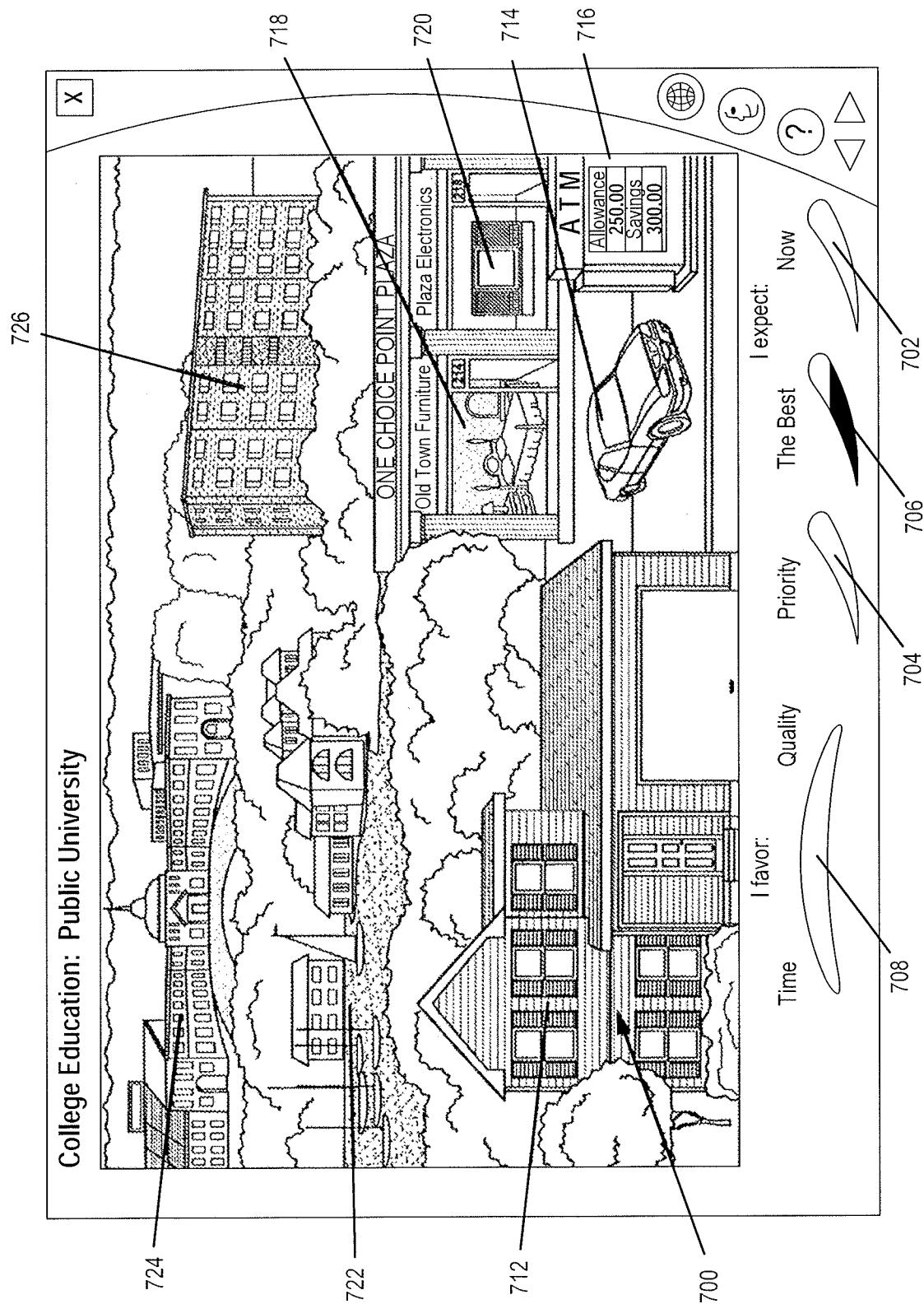


REPLACEMENT SHEET



REPLACEMENT SHEET

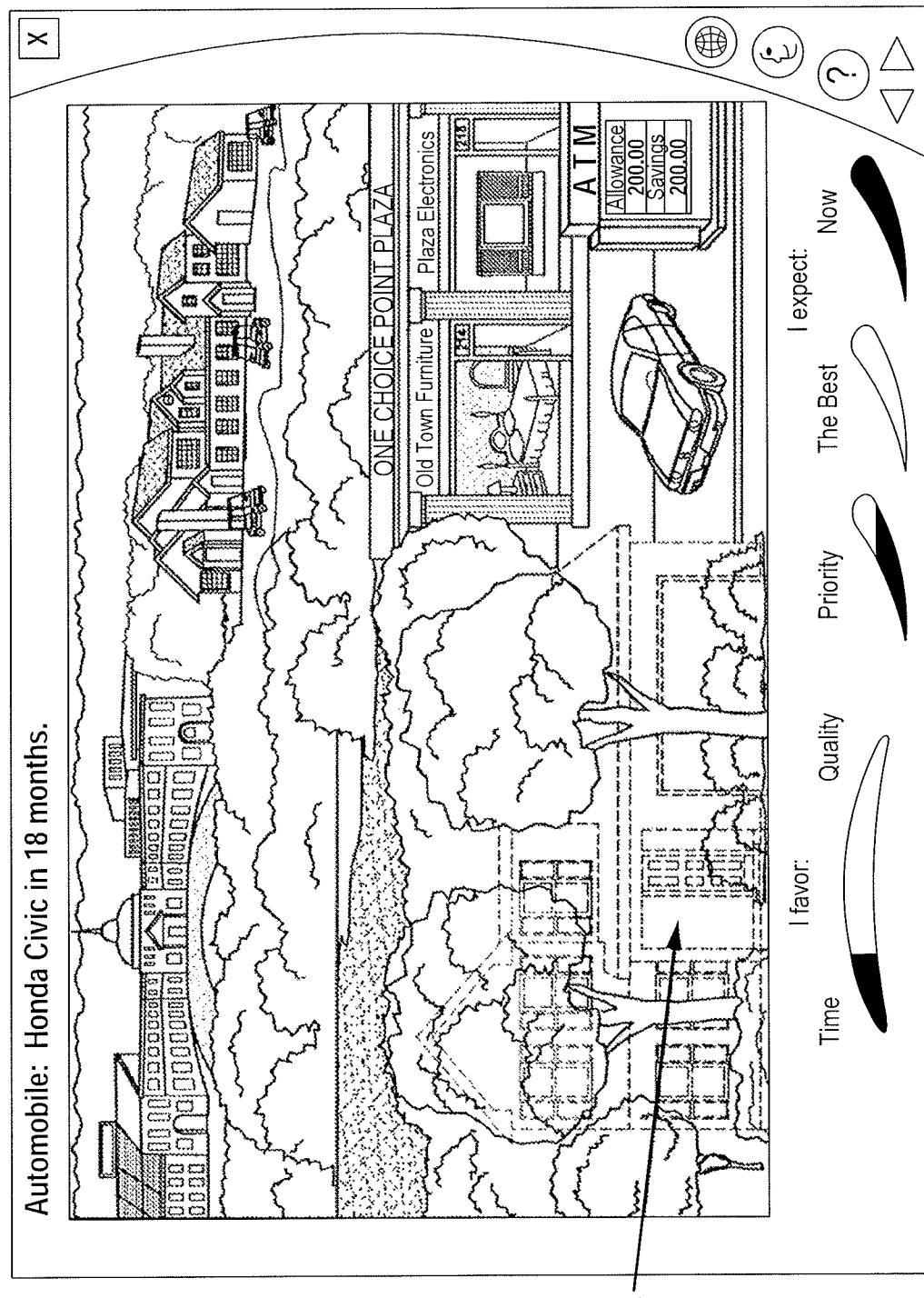


Figure 8

REPLACEMENT SHEET

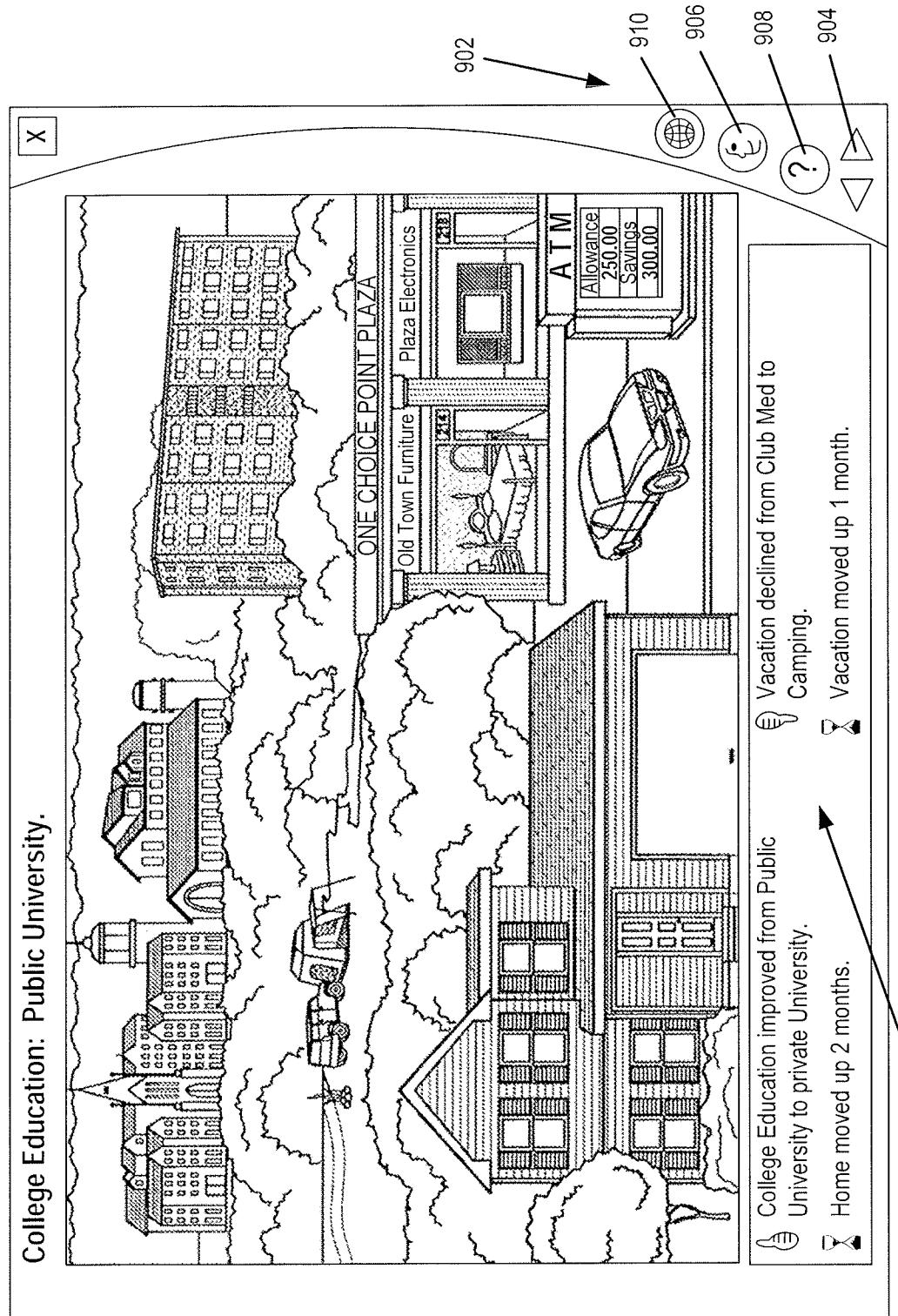


Figure 9

REPLACEMENT SHEET

The screenshot shows a software interface for financial planning. At the top left is a red 'X' button. The main area is divided into two sections: 'Financial Assumptions' on the left and 'Expected Inflation Rates' on the right.

Financial Assumptions:

- Current Salary: **70000.00**
- Expected Rate of Increase: 5%
- Rate of Return on Savings: 8%
- Risk Tolerance: Medium
- Calculation Date: 1999

Expected Inflation Rates:

| | |
|--------------------|----|
| College Education: | 8% |
| Toys: | 1% |
| Allowance: | 3% |
| Retirement: | 6% |
| Savings: | 3% |
| Furniture: | 2% |
| Home: | 8% |
| Automobile: | 6% |
| Vacation: | 4% |

Curved arrows point from the '1002' and '1004' values in the 'Financial Assumptions' section to the '1012' value in the 'Expected Inflation Rates' section. A circular arrow points from the '1014' value in the 'Expected Inflation Rates' section back to the '1002' value in the 'Financial Assumptions' section.

Figure 10

REPLACEMENT SHEET

1100

Personal Profile

| | |
|--------------------|-----------------------|
| Name | Steven Roberts |
| Age | 31 |
| City of Residence | Northbrook (60062) |
| Marital Status | Married |
| Housing Status | Rent |
| Income | \$70,000.00 |
| Number of Children | 2 |

Standard Profiles

| |
|-------------------------------|
| Executive Suburban Family |
| Upscale Suburban Family |
| Upscale White-Collar Couple |
| Elite Super-Rich Family |
| Upscale Urban Couple |
| Upwardly Mobile Single |
| Elite Urban Single |
| Ethnically Mixed Urban Single |
| College Town Single |

Select the profile that most closely matches your lifestyle.

X **▲**

FIGURE 11

REPLACEMENT SHEET

1200

Personal Choice Point

Interactive pricing

CENTER

Build Your Own Saturn

To find out what your Manufacturer's Suggested Retail Price (MSRP) will be before heading to the showroom, simply click on the model you want, and a MSRP will be automatically calculated, down to the dollar (U.S.). Then you can calculate a monthly payment based on MSRP. You can also decide whether you'd like to lease or buy and you can apply for GMAC credit pre-approval.

To create your Saturn - click away. To get started, you'll need to pick a base model, then add any options you might want. When you're done building your Saturn, you can see your car's "window sticker" or print it out. You can even forward it to Saturn.

1999 Saturn SL \$ 11,035 MSRP

The Saturn SL 

Base MSRP - Manual \$10,595 

Transportation (mandatory) \$ 440

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FIGURE 12

REPLACEMENT SHEET

Personal Choice Point
(This MSRP does not include retailer installation charges.)

| | |
|--|---------------------------------|
| <input checked="" type="checkbox"/> 1202 | Armrest \$ 99 |
| <input checked="" type="checkbox"/> | Block Heater \$ 53 |
| <input type="checkbox"/> | Convenience Net \$ 58 |
| <input checked="" type="checkbox"/> | Drivers Side Vanity Mirror \$ 9 |
| <input type="checkbox"/> | Front End Cover \$ 130 |
| <input type="checkbox"/> | Car Cover \$ 196 |
| <input type="checkbox"/> | CD Changer \$ 520 |
| <input checked="" type="checkbox"/> | Security System \$ 205 |
| <input checked="" type="checkbox"/> | Touch Up Paint \$ 4 |

[See your window sticker](#)

[Erase end start over](#)

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FIGURE 12A

REPLACEMENT SHEET

Personal Choice Point

1999 SL - MANUAL

Exterior Color: none

Interior Color: none

Manufacturer's Suggested Retail Price \$10,595

Options Installed by Manufacturer

| Option | Price |
|------------------------------------|-------|
| Air Conditioning | \$960 |
| ABS & Traction Control | \$695 |
| Right-Side Mirror | \$40 |
| Carpeted Front and Rear Floor Mats | \$60 |
| AM/FM Cassette w/Equalizer | \$420 |

STANDARD EQUIPMENT

- 1.9L SOHC 8-VALVE ENGINE
- 5-SPEED MANUAL TRANSMISSION
- HYDRAULIC CLUTCH
- SEQUENTIAL-PORT FUEL INJECT.
- STAINLESS STEEL EXHAUST
- MAINTENANCE-FREE BATTERY
- POWER BRAKES W/FRONT DISC
- INDEPEND 4-WHEEL SUSPENSION

STANDARD VEHICLE PRICE

Options Installed by Manufacturer

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FIGURE 12B

REPLACEMENT SHEET

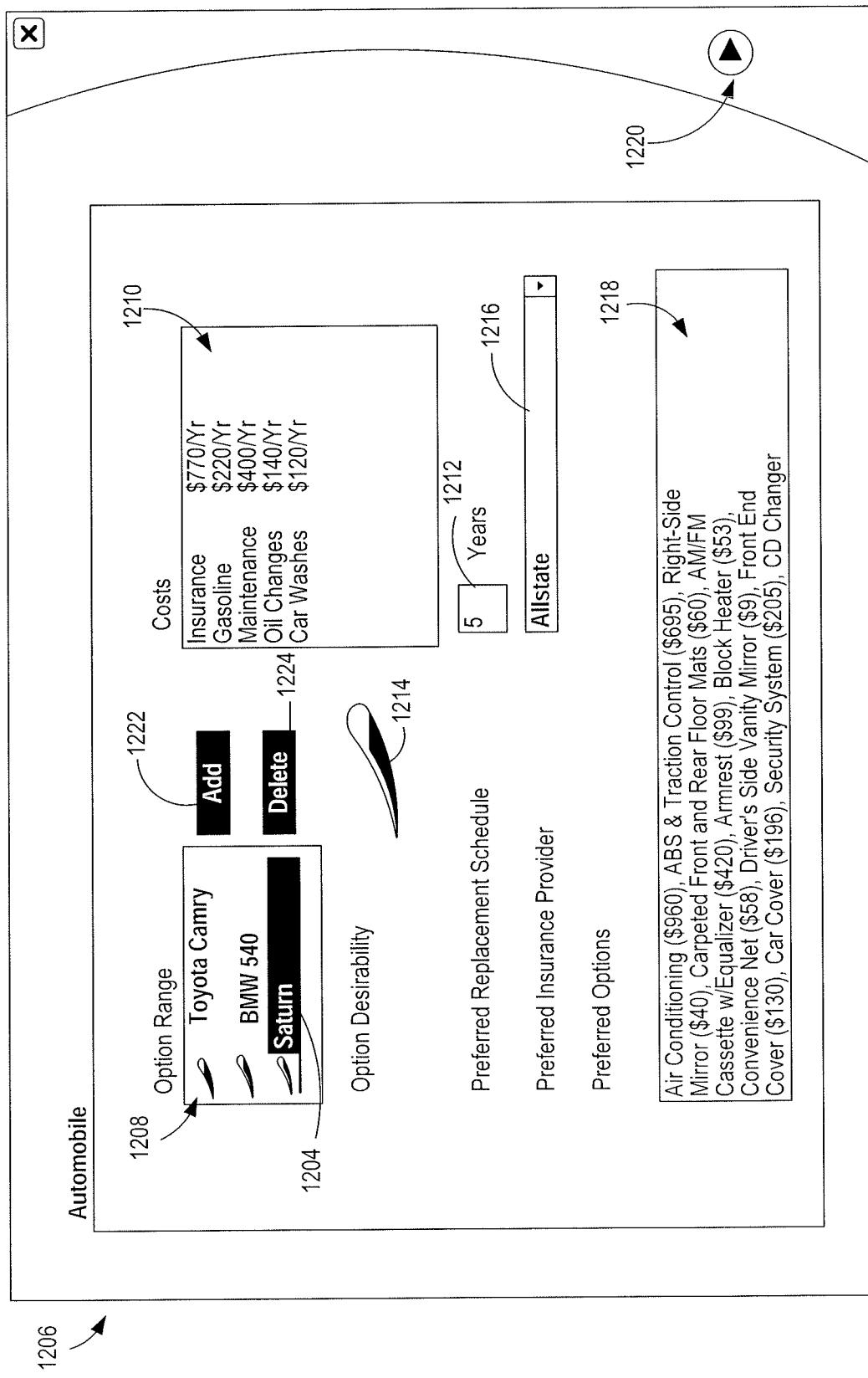


FIGURE 12C